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Message Text

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21
ORIGIN EUR-12

INFO OCT-01 ISO-00 SCS-03 EB-07 VO-03 SCA-01 CIAE-00

INR-07 NSAE-00 /034 R

DRAFTED BY EUR/CE:JKWARD:DHT
APPROVED BY EUR:AAHARTMAN
EUR/CE:DANDERSON
SCA/SCS:LMULLIN(SUBSTANCE)
EB/ITP/EWT:HKOPP
---------- 087147
R 190045Z SEP 76
FM SECSTATE WASHDC
TO AMEMBASSY BERLIN
INFO AMEMBASSY BONN
AMEMBASSY LONDON
AMEMBASSY MOSCOW
AMEMBASSY PARIS
USMISSION USBERLIN

C O N F I D E N T I A L STATE 231887

E.O. 11652: GDS

TAGS: PFOR, EGEN, CGEN, CVIS, GE

SUBJECT: VISA FOR GDR RESIDENT BUSINESS REPRESENTATIVE

REF: BERLIN 6666 (NOTAL)

1. THE DEPARTMENT HAS CAREFULLY CONSIDERED THE EMBASSY'S PROPOSAL THAT BRUNO OTTE, A REPRESENTATIVE OF THE GDR MACHINE TOOL ORGANIZATION WMW, BE GRANTED A VISA PERMITTING HIM TO RESIDE IN THE US AS A PERMANENT SALES ENGINEER FOR WMW. WE DO NOT BELIEVE THAT ALLOWING OTTE TO ASSUME SUCH A POSITION IN THE US WOULD BE CONSONANT WITH THE DEPARTMENT'S STATED POLICY OF WITHHOLDING PERMISSION FOR THE GDR TO ESTABLISH A WMW OFFICE IN THE US UNTIL A CONSULAR AGREEMENT HAS BEEN OBTAINED AND MORE PROGRESS HAS BEEN ACHIEVED IN
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RESOLVING OUTSTANDING HUMANITARIAN CASES.

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2. ALTHOUGH WE FULLY SHARE THE EMBASSY'S INTEREST IN PROMOTING EXPANDED TRADE BETWEEN THE US AND THE GDR, WE FRANKLY SEE THIS APPROACH AS DESIGNED TO GET AROUND THE RESTRICTIONS THAT OUR POLICY HAS PLACED ON THE GDR IN CONNECTION WITH TRADE OFFICES AND THE CONSULAR AGREEMENT. SPECIFICALLY, WE ARE SKEPTICAL ABOUT OTTE'S INTENTION TO WORK AND RESIDE IN BUFFALO. ONCE IN THE US, THERE WOULD BE NOTHING TO PREVENT HIM FROM MOVING TO NEW YORK AND ESTABLISHING A WMW OFFICE THERE. SUCH A FAIT ACCOMPLI WOULD BE DIFFICULT TO REVERSE AND WOULD ENCOURAGE THE GDR TO USE THE SAME APPROACH FOR OTHER FTO REPRESENTATIVES. THE GDR WOULD THUS BE ACCOMPLISHING ITS OBJECTIVES WHILE IGNORING THE DEPARTMENT'S VIEWS AND POLICIES. IF THIS WERE TO HAPPEN, WE WOULD HAVE LITTLE FUTURE INFLUENCE OR LEVERAGE WITH THE GDR IN OUR EFFORTS TO SETTLE HUMANITARIAN CASES AND REACH AGREEMENT ON A CONSULAR CONVENTION.

3. IN VIEW OF THE ABOVE, EMBASSY SHOULD INFORM MFA THAT DEPARTMENT IS NOT NOW PREPARED TO CONSIDER FAVORABLY ITS REQUEST THAT OTTE TAKE UP A PERMANENT POSITION AS A SALES ENGINEER IN THE US, AS WE WOULD VIEW THIS AS THE SAME AS THE ESTABLISHMENT OF A WMW OFFICE.

4. IF ASKED, EMBASSY MAY NOTE THAT THERE WOULD BE NO OBJECTION TO OTTE'S VISITING THE FIRM OF B. ELLIOTT, INC. FOR SHORT PERIODS TO PROVIDE TECHNICAL ASSISTANCE. ROBINSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: POLICIES, VISAS
Control Number: n/a
Copy: SINGLE
Draft Date: 19 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: BoyleJA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE231887
Document Source: CORE
Document Unique ID: 00
Drafter: JKWARD:DHT
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760354-0179
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760944/aaaablpb.tel
Line Count: 89
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 76 BERLIN 6666
Review Action: RELEASED, APPROVED
Review Authority: BoyleJA
Review Comment: n/a
Review Content Flags:
Review Date: 23 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 APR 2004 by CollinP0>; APPROVED <13 AUG 2004 by BoyleJA>
Review Markings:

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US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: VISA FOR GDR RESIDENT BUSINESS REPRESENTATIVE
TAGS: PFOR, EGEN, CGEN, CVIS, GC, US, (OTTE, BRUNO)
To: BERLIN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006